

JOHN HENSE: Let's make 2011 a championship year

E V E N T S

Dear Fellow ACG Member,

March Madness is upon us, and Kansas City is alive with basketball mania. But while we enjoy watching our favorite schools fight it out for the championship, in our business lives we're still devoted to another quest:
Corporate growth.



As the incoming president of ACG Kansas City, I have to say 2011 looks like an exciting time to be engaged in the pursuit of corporate growth. We are seeing some positive signs in the economy and individual businesses, and deal making is coming on strong.

2011 also looks like a great year for ACG Kansas City.

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John Hense, managing director of CC Capital Advisors, is 2011 President of ACG Kansas City. John has more than 25 years of financial experience, including serving as an advisor on more than \$1 billion of corporate transactions.

COMING SOON – ACG Kansas City goes to St. Louis

ACG Kansas City's big event of the year is even bigger this year, and the time has arrived to book your participation in the Mid-America Corporate Growth Conference. It's coming up on Wednesday May 11 and Thursday May 12 at the Hilton St. Louis at the Ballpark.

Yes, the conference is in St. Louis. We're broadening our horizons.

This spring, ACG Kansas City's annual private equity forum for corporate executives, capital providers and intermediaries will combine with members of the ACG St. Louis and ACG Nebraska chapters. Pooling resources will give all of our members greater opportunities to connect with the outstanding business leaders and dealmakers in our region.

In 2012, the joint corporate growth conference will be back in Kansas City.

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MARCH 21-23 InterGrowth 2011

Manchester Grand Hyatt
San Diego, CA

(See www.ACG.org for details)

APRIL 8 Breakfast Meeting Jane Chu, Kauffman Center for the Performing Arts and Kyle McQuiston, JE Dunn

7:30 - 9:00 a.m.

Kansas City Marriott
Downtown
200 W. 12th St.,
Kansas City, MO

BOOK NOW **MAY 11-12** Mid-America Corporate Growth Conference

10:00 a.m. Wed. May 11

12:00 noon Thursday May 12

Hilton St. Louis
at the Ballpark
St. Louis, MO

JUNE 10 Breakfast Meeting Bryan Hansel, CEO, Smith Electric Vehicles

7:30 - 9:00 a.m.

Kansas City Marriott
Downtown
200 W. 12th St.,
Kansas City, MO

JOHN HENSE: Let's make 2011 a championship year *(Continued from page 1)*

Your board of directors is aiming to support you in achieving your business goals with excellent educational programs for 2011 – and more personal and varied networking opportunities. I wanted to write this note to give you a preview of the upcoming events.

First, let me say “Thank you” to all those who have worked so hard to make ACG Kansas City a success up to now – especially our outgoing president, Terry Matlack, who has handed over the chapter with wonderful momentum. Thanks, also, to each of our board members, committee members and ACG Kansas City sponsors.

What's coming up for ACG?

Your 2011 ACG leadership group is committed to giving you a good return on your time and money – and having some fun together along the way!

Our hope is to continue delivering excellent programming month after month at ACG Kansas City meetings, and to grow by trying out some fresh approaches. You'll see some new activities and added value coming your way from ACG this year. A few examples:

- Mid-America Corporate Growth Conference – Our annual private equity conference keeps getting bigger and better. On May 11 and 12, ACG Kansas City teams with the St. Louis and Nebraska ACG chapters for an all-star event in St. Louis. We're broadening our horizons to give members more opportunities to learn from great speakers, connect with capital providers and explore deal-making opportunities. (See article in this issue.)
- Monthly breakfasts – You'll hear more great case studies of growth like today's story of Entertainment Properties Trust, our April 8 program on the new Kauffman Performing Arts Center and

JE Dunn's business role, and our June 10 meeting with the CEO of Smith Electric Vehicles.

- Wine tasting event – We're planning an informal afternoon networking time, right here in Kansas City, in May (watch for details) followed by a wine tasting event that will rival the finest in Napa.
- ACG Golf Tournament – Join us out on the links in August for a lot of fun, and a good time to reconnect with friends and colleagues (date and golf course will be announced).
- Fall of 2011 – More great programs are in the works. We're also planning a corporate members-only event (our fall 2010 corporate-only workshop on social media was a big hit). And, as always, count on warming up for the holidays at the ACG cocktail party.

Please let me know, or any of the chapter board members, if you have any ideas on how ACG can help you in your quest for corporate growth in 2011.

Deal making comes back

I'll leave you with some thoughts on the “macro” picture for corporate growth. While effects of the recession and financial crisis still linger in job markets and many businesses, M&A activity in the Kansas City region bounced back to a robust 160 deals in 2010.

As corporate growth professionals, we can see several factors pointing to 2011 as another strong year for M&A activity and other growth initiatives:

- A favorable lending environment – With interest rates still well below historical averages, banks and other lenders are eager to put their capital to work financing transactions involving strong, established companies with solid fundamentals.
- Excess liquidity – After slashing expenses and stockpiling cash to survive the economic downturn, American corporations are sitting on an estimated \$2 trillion in cash, in addition to an estimated \$500 million private equity overhang.
- The attraction of external growth – Continued below-average growth in the economy as a whole makes it difficult for some companies to grow organically, making M&A the logical choice for expansion-oriented companies.
- Motivated sellers – Healthy companies that have been waiting on the sidelines for business to improve and multiples to rise are ready to come to market now, as are a growing wave of Baby Boomer entrepreneurs looking for exits.

So lace up your basketball shoes, get out on the court with your fellow ACG Kansas City members, and let's make 2011 a championship year for business in KC!

Warm regards,

John Hense

LinkedIn

ACG Kansas City connects in a new LinkedIn group

If you use the professional networking site LinkedIn to keep up with friends, colleagues and business activities, take a look at the new “ACG Kansas City” group on LinkedIn.

We've just started up, and more than 30 ACG members and guests already have signed up. The group will enable ACG Kansas City members to interact with each other – and help our chapter get the word out to other business leaders who are connected with ACG regulars.

You can join the group by searching “Groups” for ACG Kansas City, then sending a request to join. If you have questions or suggestions, contact our chapter communications VP Dick Johnson at dick@johnsonstrategic.com.

COMING SOON – ACG Kansas City goes to St. Louis *(Continued from P 1)*

Look for great speakers, and new experiences, at the 2011 conference:

Registration opens at 10 a.m. on Wednesday May 11, and the networking and programs start right away and run until noon on Thursday May 12. Ample opportunities for networking are spread among meals and cocktail gatherings, including a women's networking reception.

Keynote speakers include **Jeff Henley**, chairman of Oracle Corporation; **Richard Garriott**, entrepreneur and astronaut; and **Bob Chapman**, CEO of global manufacturing technology provider Barry-Wehmiller.

A "corporate track" will provide breakout educational sessions on growth strategies, M&A and innovation, throughout the day-and-a-half conference.

This year's **ACG Capital Connection**, from 2 p.m. to 5 p.m. on Wednesday, is the premier networking event where private equity firms make themselves available to investment bankers, CFOs, attorneys, accountants, capital providers and other dealmakers.



2011 MID-AMERICA CORPORATE GROWTH CONFERENCE

May 11-12, 2011
Hilton St. Louis at the Ballpark

ACG® St. Louis ACG® Kansas City ACG® Nebraska

ACG DealSource, from 9:30 a.m. - 12 noon on Thursday, provides an "invitation-only" venue for pre-arranged meetings between intermediaries, private equity groups and corporate dealmakers.

Visit the conference website at www.macgc.org, or link to it from www.acg.org/kc, to get all the details and to register for this valuable ACG event.

NEW MEMBERS

Sam Abadir,
Coffman Group

Kevin Campbell,
Wells Fargo

Steve Cole,
Searless Valley Minerals

Brad Conley,
Wells Fargo Bank

Jeff DeWolf,
WOLF HR Solutions

Ken Dotson,
Bank of Kansas City

Joshua Eckrich,
Aon Risk Solutions

Karen Fenaroli,
EFL Associates

Kathleen Hammer,
Wells Fargo Bank

Rick Homuth,
Merrill Lynch Wealth
Management

Jeff Keyes,
Bank of the West

John Lawrence

Steve Liggett,
Wells Fargo Bank

Matthew Mayer,
The PrivateBank

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Gerald Moench,
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PNC Business Credit

OUR SPONSORS



Special thanks for this newsletter to Paul Davies of MARK Corporate Branding and Dick Johnson of Johnson Strategic Communications.

CALENDAR

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InterGrowth 2011

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APRIL 8

Breakfast Meeting

Jane Chu, Kauffman Center for the Performing Arts
and Kyle McQuiston, JE Dunn

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MAY

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